



8/28/97

R. J. Reynolds Tobacco Company Presents  
August '97 No Bull Winston (Box Styles) DPC PROMOTION

Account: «Accountname»#«accountnumber»

Brand	Winston
Promotion	.30 off per pack 2 carton display

- Display Packing**
- 1 ctn Winston Ultra Light Box
  - 1 ctn Winston Ultra Light Box 100s
- Disc Reporting**
- Assign unique item#s to Winston Ultra Light Box and Winston Ultra Light Box 100s .30 off per pack discounted product: one discounted carton of Winston Ultra Light Box @ 200 sticks and one discounted carton of Winston Ultra Light Box 100s @ 200 sticks
  - Payment will be made based on the # of discounted cartons of each style Winston Ultra Light Box reported on disc during the promotion period
- Allocation (cs)**
- «WinLtBx» Winston Ultra Light Box (6M)
  - «WinLtBx100s» Winston Ultra Light Box 100s (6M)
- Delivery Date**
- 
- EFT \$ Amount**
- «EFT»
- Displays**
- «NumberDisplays»
- Display Assembly**
- Black line and sticker «NumberDisplays» cartons of Winston Ultra Light Box and «NumberDisplays» cartons of Winston Light Box @.30 off per pack
  - Assemble blue 2 ctn. display #524012
  - Place Winston riser card on each display
  - Place 10 stickered packs of Winston Ultra Light Box and 10 stickered packs of Winston Ultra Light Box 100s in each display
- Billing**
- 1 Winston Ultra Light Box @\$3.00 per carton off invoice
  - 1 Winston Ultra Light Box 100s @\$3.00 per carton off invoice

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R. J. Reynolds Tobacco Company Presents  
August '97 No Bull Winston (Box Styles) DPC PROMOTION

Account: «Accountname»#«accountnumber»

Brand	Winston 30 off per pack
Promotion	2 carton display

Displays shipped to retail-  
procedures required to receive  
.10 per ctn Plan G Category II  
payment:

- Send a display and letter automatically to each account on attached list beginning 8/28/97
- Please cross out any account that refuses promotion and sign, date, and return list to RJR for payment when all displays have been sent.

You will be credited with the  
following estimated August  
monthly Category II payment if  
all displays are sent to accounts  
on attached list by September  
4th:

\$«CategoryIIpayment»\*

Packing and shipping payment • 28.00 per 6M case of Live product

\*Must make Savings share of category goal (no more than 2% below base) to collect this \$

Note:

Voice mail 800-757-8255 mail box #«MailBox» if you have any questions

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